

FIFA®

EXECUTIVE PROGRAMME IN FOOTBALL AGENCY

2nd Edition

APRIL-JUNE 2025





PROGRAMME OVERVIEW

After the success of the first edition, FIFA is launching a second edition of the Executive Programme in Football Agency. This programme aims to provide an in-depth analysis of the current regulatory, commercial and institutional aspects relating to agency matters in football.

The football agent industry has gained ground since FIFA first introduced regulations back in the 90s. New at the time was the requirement to engage only with highly qualified professionals able to adequately represent and protect their clients' interests. This was particularly important for football players in the transfer market.

FIFA's Executive Programme in Football Agency offers a practical and personalised learning approach based on solid theory and research, combined with practical sessions, all taught by highly reputable specialists.

The goal of the programme is not to prepare candidates for the football agent exam required under the new regulations to, but to provide elite education on football agency matters to professionals in the industry. The programme focuses on fostering professionalism, ethical practices and effectiveness in the football industry across the globe, which is crucial to the good functioning of the international transfer system. This programme again shows FIFA's dedication to promote education among football stakeholders, in particular football agents – so that this great sport can continue to unite the world.

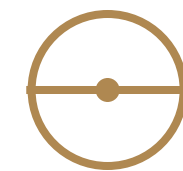


WHO CAN APPLY

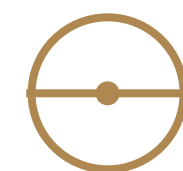
- / **Football agents**
- / **Football executives (FIFA member associations, clubs, leagues, etc)**
- / **Former professional players**
- / **Managers/Sporting Directors**



REQUIREMENTS



- Understanding of the football transfer system /
- Working experience in football of at least 3 years /
- Availability to participate in all modules at the stipulated dates and times /
- Prepare to participate in practical cases /
- Professional working capacity in English /



GOALS

- / In-depth knowledge of the institutional and regulatory framework of football agency
- / Holistic and detailed approach of the decision-making process in football transactions
- / Working with real cases related to different contractual aspects of the football agency

01 / 1st Module

1-4 April 2025

 **Miami**

THE FUNDAMENTALS OF FOOTBALL AGENCY

- / Guide to the FIFA Football Agent Regulations: practical considerations
- / Negotiations and working with clients (good and bad practices)
- / The FIFA RSTP
- / TPO & TPI
- / The FIFA Clearing House

02 / 2nd Module

13-16 May 2025

 **Zurich**

INTERNATIONAL TRANSFER SYSTEM

- / FIFA TMS and the registration of players
- / CAS proceedings and recent jurisprudence on agents
- / Principles of client representation/remuneration
- / Dealing with minors and parents
- / Career and Post Career planning
- / Player's financial planning & asset management

03 / 3rd Module

10-13 June 2025

 **Paris**

MAKING DEALS

- / Making a transfer: key principles
- / Expectations: Clubs, players and agents
- / Negotiation skills
- / Working in women's football
- / Communication and media aspects



FACULTY

-  FOOTBALL AGENTS
-  CLUB EXECUTIVES
-  SPORT LAWYERS
-  TAX ADVISORS
-  OTHER EXPERTS

APPLICATION PROCESS

The admission process is open from
14 January until 20 February 2025

The Academic Board will select up to **24 participants** by 1 March 2025.
All applicants will be informed accordingly.

PROGRAMME METHODOLOGY

This Executive Programme, which is exclusively in English, will involve the participants where discussions among them and critical thinking shall have an important role. Each module will take 4 working days to complete - at the completion of the course all successful participants will be awarded an official certificate issued by FIFA.

TUITION FEES

The programme fee of USD 1.900 is due by 14 March 2025. Scholarships available for members of Unión de Agentes Intermediarios de Fútbol de America and African Football Agents Association.

FIFA will provide study materials throughout the course as well as refreshments during the different modules. Accommodation and travels at participants' own expenses.

Detailed logistical information will be provided to selected participants in due time.

CONTACT

Any questions related to the FIFA Executive Programme in Football Agency can be addressed to:



ACADEMIC BOARD

legal-diploma@fifa.org





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